

Zantek Scales to New Heights with Eralis Job Costing

Innovative Canadian-based IT solutions provider, Zantek Information Technology, provides IT services to a wide range of industries including retail, distribution and construction. Already a business partner, Zantek wanted to implement SAP Business One internally, so they could demonstrate first-hand the benefits to their customers.

Benefits

- › Zantek has successfully integrated Eralis Job for SAP Business One into its own unique solution, prepared for the construction industry
- › Implementing Eralis Job for SAP Business One into their own IT operations has provided time visibility and control
- › Granular view on key performance of different divisions within the company
- › Improved accounting robustness and additional flexibility

Key Outcomes

- › Increased productivity
- › Enhanced ability to meet customers' every need
- › New vertical markets opened up

About Zantek

Zantek is a technology solution provider to the distribution, construction and retail industries. Zantek's existing financial system was limited in its functionality and didn't allow the company to integrate its own time entry system for field staff.

A core part of Zantek's business is helping their clients keep their IT systems running smoothly and on budget, so it's crucial that the company has complete confidence in the solutions it installs.

In Search of Simplicity

Ron Mondor, Zantek founder, says the decision to deploy SAP Business One made sense and not only because of the productivity

gains it would bring to Zantek. "We wanted to be able to tell our customers that we used SAP's business management software internally and be in a strong position to recommend it to them," he says.

Mondor highlights SAP Business One's fixed pricing and fixed implementation environment which results in a single low cost solution suitable for small to medium sized businesses. Additionally, Mondor says he was also looking for a job costing solution that could organize the company's services business in order to manage projects.

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Although Zantek was using a product from QuickBooks, Mondor says it was limited in its functionality. "We were looking for an easy-to-use interface and the ability to develop a time entry system to work with Outlook so field staff could use a calendar to schedule jobs and make notes after a consultation," says Mondor.

He says the openness of Eralis Job was a key factor in his selection of it and describes the solution as far superior to other products on the market. "Implementing SAP Business One with Eralis Job has

definitely saved technicians time. Previously, they had to type in the information several times, now it's a very simple process."

Recognizing the Benefits

As a result of the deployment, Mondor says he can now analyze Zantek's divisional groups by measuring key performance indicators.

"Eralis Job means I can measure how much business we're doing in the different departments, which is crucial as the company continues to grow. We now have more of a granular overview of the business."

Mondor says the sheer flexibility of the solution is poised to bring further benefits to his company as staff continue to develop their own internal processes.

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The company has also been able to use the solution to break into new vertical markets. Zantek has already had a major win in the construction industry through a pioneering project using SAP Business One and Eralis Job.